

## AINSLEE T. BRYER



- 1892—Born Boothbay, Maine.  
 1896-1902—Attended public schools of that town.  
 1904-1910—Attended grammar and high school, Beverly, Mass.  
 1911—Spent winter in Maine logging woods, and summer building cottages with father.  
 1912—With contracting firm in Salem, Mass.  
 1913-1914—Stockman and soorman at No. 83, Salem, Mass.  
 1915-1916—Floorman at No. 44, Waltham, Mass.

- 1917—Acted as soorman during spring and summer. In the fall, was given management of No. 47, Pawtucket, R. I.  
 1919—Transferred as manager of No. 18, Boston, Mass. Married and have two fine little girls.  
 1920—Still happy at old 18.

## EDWIN T. HOFFER



- 1883—Born at Philipsburg, Centre County, Pa., of Pennsylvania Dutch parentage.  
 1889-1899—Attended public schools of Philipsburg. Father died 1899.  
 1900—Worked in novelty store with brother as all round handy man with salary of \$50.00 a month; 1904 married Miss Iva M. Richards, of Philipsburg, Pa.  
 1909-1910—Attended business school of Bond Institute, New York City.  
 1911—Started in novelty store business at Windber, Pa.  
 1912—Sold out and started with the S. S. Kresge Co., at store No. 20, Baltimore, under Geo. M. Hayes.  
 1913—Managed store No. 64 at Harrisburg.  
 1914—Manager store No. 92, Scranton, Pa.  
 1915—Manager of store No. 20, Baltimore.  
 1916—Store Superintendent of part of Eastern territory.  
 1917—Manager of store No. 33, New Haven, and Lowell, No. 110.  
 1918-1919—Manager store No. 19, Worcester, Mass.